

## SOUTH SOUND

**Location: Tacoma-Pierce  
County Chamber of Commerce**  
950 Pacific Avenue, Suite 300  
The Simpson Room  
Tacoma, WA 98401

*Parking available in the North Commerce  
Parking Garage. Hourly rates apply.*

**March 9**

### How Does the Economic Garden Grow?

*Tacoma has a new program to grow your  
business. The program offers market research  
tools to firms for free.*

**June 8**

### The Power of Zero

*Planning your business to take it to the next  
level and adding zero to your earnings.*

**August 10**

### Your Annual Marketing Tune-Up

*Get a jump start on completing the year with  
a marketing plan that keeps you on the road  
to success..*

**November 9**

### Stumbling Blocks in Business

*Ways around the speed bumps preventing  
success and moving to the fast lane.*

### REGISTRATION INFO:

#### Phone:

David 253-680-7770  
Linda 253-680-7194

#### Email:

infosswbcc@seattleccd.com

**Costs:** \$25 / \$35 after deadline

**Sessions run from 8:15am-10:15am**

*Doors open at 8am.  
Discounts may apply - ask when registering.*

## THURSTON

**Location: Business Resource  
Center**  
665 Woodland Square Loop SE  
Lacey, WA 98503  
(2nd floor of West Coast Bank)

**March 2**

### Dream to Reality

*The basics of getting started in your own  
business.*

**May 4**

### The Power of Zero

*Planning your business to take it to the next  
level and adding zeroes to your earnings.*

**August 3**

### Your Annual Marketing Tune-Up

*Get a jump start to complete the year with  
a well running organization! Basic tools to  
warning lights.*

**September 14**

### Stumbling Blocks in Business Development

*Ways around the speed bumps preventing  
success and moving to the fast lane.*

### REGISTRATION INFO:

#### Phone:

Teena/Amanda 360-754-6320

#### Email:

tkennedy@thurstonedc.com

**Web:** www.thurstonedc.com

**Costs:** \$25 / \$35 after deadline

**Sessions run from 8:15am-10:15am**

*Doors open at 8am.  
Discounts may apply - ask when registering.*

## STRATEGIC PARTNERSHIPS

**Thank you to our Sponsors and Community Partners  
for their support and commitment!**

### SPONSORS



### COMMUNITY PARTNERS



The Women's Network for Entrepreneurial Training (WNET) Program is a nationwide program sponsored by the U.S. Small Business Administration, Office of Women's Business Ownership.

The Washington State WNET Program is brought to you in partnership with the Women's Business Centers (Seattle, Edmonds and Tacoma) and SCORE (Seattle, Tacoma, and Olympia) programs. The SBA's participation in this project does not constitute an express or implied endorsement of any partnering organizations' opinions, products, or services. WBC and SCORE programs are extended to the public on a nondiscriminatory basis. Reasonable arrangement for persons with disabilities will be made if requested at least 2 weeks in advance.

Seattle

Eastside

North End

South Sound

Thurston

WNET

2007

WOMEN'S NETWORK FOR  
ENTREPRENEURIAL TRAINING

### MISSION STATEMENT

To counsel, teach, encourage, and inspire business owners at every stage of developing and expanding a successful business.

## SEATTLE

**February 23**

**Jumpstart Your Sales Efforts**  
*Devise a sales plan that gets results.*

**March 23**

**Give Your Elevator Speech A Lift!**  
*Generate interest in your business in 10 secs.*

**April 20**

**PR For Small Business**  
*Must-haves of a successful PR campaign.*

**May 18**

**Selling A Service Is Not Like  
Selling Vacuum Cleaners**  
*Marketing the intangible.*

**June 15**

**Accounting: More than Numbers**  
*P & Ls, cash flow, & balance sheets.*

**July 20**

**Kick It Up A Notch**  
*Your #1 Salesperson - your website.*

**September 21**

**Bragging 101**  
*Claim the success you deserve.*

**October 19**

**Business Tune Up 101**  
*Improve your bottom-line.*

**November 16**

**Secrets to Success**  
*Small business owners share their experiences.*

**Location: U.S. SBA & SCORE**  
2401 Fourth Avenue  
4th & Battery Building, Suite 450  
Seattle, WA 98121

## WNET<sup>plus</sup>

**Not recommended  
for the timid.**

WNET *Plus* is designed for established  
business owners who have been in business  
over three years.

**March 21**

**PR Power House - How to Flirt  
with the Media & Get Noticed**  
Presented by Whitney Keys, Whitney Keys Consulting  
*How to get the media to pay attention to  
you and what you do.*

**May 23**

**Negotiating: Taking the Leap to  
Commercial Ownership**  
Presented by Jeanette Nyden, J. Nyden & Co., Inc.  
*Negotiation skills are vital to the continued  
growth of your company. Come learn the  
do's and don'ts for negotiating great deals.*

**August 22**

**Ubiquitous Leadership®: Creating  
a Sustaining Business Culture**  
Presented by Tina Janni, Bates Tech. College, BMTC  
*Learn the mind-set that will enable you  
to implement the techniques and tools to  
transform your business, empower your  
staff and generate success.*

**October 31**

**Business Tune-Up 201: How To  
Have a Compass Driven Business**  
Presented by Audrey Godwin, CPA, The Godwin Group  
*How to stop driving forward looking  
through the rear view mirror!*

### REGISTRATION INFO:

WNET \$25; \$35 after deadline  
8:15a-10:15a (doors open at 7:30am)  
Phone: Sherry 206-553-7316  
Email: sherry.mina@sba.gov  
Online: www.sba.gov/wa/seattle "WNET"

WNET<sup>Plus</sup> \$35; \$45 after deadline  
8:15a-11:15a (doors open at 8am)  
Phone: Carol 206-553-7315  
Email: carol.andersen@sba.gov  
Online: www.sba.gov/wa/seattle "WNET"

*Discounts may apply - ask when registering.*

## NORTH END

**Location: Edmonds Conf. Cntr.**  
201 Fourth Avenue North  
Edmonds, WA 98020

**February 9**

**Get Called Back, Not Put Off**  
*Conversations that turn into successful sales.*

**March 9**

**How to Protect Your Assets**  
*Set up your business to protect all your  
current and future assets in a litigious world.*

**April 13**

**Creative Financing**  
*Taking the mystery out of financing your  
business.*

**May 11**

**Turn Your Website Into Your  
#1 Sales Person**  
*What business people really need to know  
before buying from you.*

**June 8**

**Selling to the Government**  
*Find contracting opportunities and learn the  
benefits of certification.*

**July 13**

**Strategic Planning**  
*Set your sights on a growing, sustainable and  
profitable business.*

**August 10**

**Strategic Business Planning**  
*Learn how to create a business plan that is  
simple, realistic and complete.*

**September 14**

**The 7 Deadliest Marketing Sins  
& How to Avoid Them**  
*Proven tips and ideas for growing your small  
business.*

**October 12**

**Understanding Your  
Financial Statements**  
*Cash management to help you become a  
successful business.*

**November 9**

**Catch and Keep Customers**  
*Turn "tedious sales efforts" into profitable  
relationships.*

**Location: Marysville**  
8825 34th Avenue NE, Ste C  
Marysville, WA 98271

**March 2**

**Get Called Back, Not Put Off**  
*Conversations that turn into successful sales.*

**May 4**

**Financing Your Business**  
*Learn facts about financing your business.*

**July 6**

**Strategic Planning**  
*Set your sights on a growing, sustainable and  
profitable business.*

**September 7**

**Turn Your Website Into Your  
#1 Sales Person**  
*What business people really need to know  
before buying from you.*

**November 2**

**A Home Office Really Is a Business**  
*Working effectively from home.*

### REGISTRATION INFO:

**Phone:**  
NW WBC 425-954-4040  
**Email:** infonwwbc@seattleccd.com  
**Online:** www.nwwbc.org

**Costs:** \$25 / \$35 after deadline  
**Sessions run from 8:15am-10:15am**  
*Doors open at 8am.  
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## EASTSIDE

**Location: Bellevue Community  
College, North Campus**  
10700 Northup Way  
Bellevue, WA 98004

**February 16**

**Tackle Your Website!**  
*Add website support & get started on the  
website your company deserves.*  
Advanced - Achieve Website Excellence

**March 16**

**Small Business Tax Planning  
and Bookkeeping**  
*Stay current on regulations. Tips to make your  
planning simpler.*

**April 20**

**Analyze Your Financial Statements**  
*Use your statements and ratios to find  
solutions to your financial problems. Taught  
by our all-time favorite instructor.*

**May 18**

**Marketing Research Made Easy**  
*Online research practices & tools to identify  
your market, customers & competitors.*  
Advanced - Choosing the Right Marketing  
Tactic for Your Audience

**June 15**

**Shameless Self-Promotion –  
Sales Tips**  
*Building your sales and self-confidence in  
marketing your business.*

**September 21**

**Human Resources 101**  
*Your staff is an investment...learn strategies  
for hiring "good fit" employees. New Hire  
Checklist for each attendee.*

**October 19**

**Your Relationship With Money –  
Could It Be Healthier?**  
*Earn your worth and strengthen your  
negotiating position.*

**November 16**

**Small Business Success Stories**  
*Real life examples of business practices that led  
to growth and success. Panel of small business  
owners.*

***"This was the  
most valuable  
networking event  
I have ever  
attended."***

***"I got hands-on  
information that  
I can use  
immediately."***

### REGISTRATION INFO:

**Phone:**  
WBC 206-324-4330 x100  
**Email:**  
info@seattleccd.com  
**Online:**  
www.wbcseattle.org "events & classes"

**Costs:** \$25 / \$35 after deadline  
**Sessions run from 8:15am-10:15am**  
*Doors open at 8am.  
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